



AHMED FATHY MAHROS

SALES CONSULTANT & VISUAL MERCHANDISING

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SUMMARY

Motivated and customer-focused Sales Executive with strong experience in perfumes, retail, and fashion. Skilled in achieving sales goals, building strong customer relationships, and creating exceptional shopping experiences. Experienced in training staff, organizing product displays, and promoting brands effectively. Knowledgeable in fashion trends and garment quality, providing tailored recommendations to customers. Fluent in Arabic and English, with a commitment to meeting customer needs and driving business success.

TECHNICAL SKILLS

Fragrance consultancy	Staff training	Team communication
Fashion Trend Analysis	Microsoft Office	Visual merchandising
Customer Services	Inventory management	Sales strategy

PROFESSIONAL EXPERIENCE

Sales Executive specializing in luxury perfumes, Chalhoub Group Jan 2023 - Present

- Manage sales for Kilian Paris and multiple prestigious luxury brands.
- Build and maintain strong customer relationships through exceptional service.
- Drive revenue growth and achieve sales targets for diverse product lines.
- Handle inventory and stock management for multiple brands.
- Collaborate with team members to ensure consistent brand representation.
- Organize and maintain visually appealing displays across various brands.

Sales Consultant at Taif Al Emarat Jan 2020 - Dec 2023

- Operated at a supervisory level, overseeing team performance and ensuring smooth operations.
- Created and followed sales and marketing plans to grow the business.
- Reached and exceeded monthly and quarterly sales goals.
- Gave great customer service to ensure client satisfaction and retention.
- Trained staff to improve their knowledge of products and branding.

Sales Supervisor at Waleef Company Jan 2018 - Dec 2020

- Lead and motivate the sales team to achieve and exceed sales targets.
- Monitor team performance and provide coaching or training to improve results.
- Develop and implement sales strategies to drive revenue growth.
- Ensure excellent customer service standards are maintained across the team.

Daily Dress (Egypt) Oct 2015 - Dec 2017

- Provided styling advice to clients, ensuring their selections matched current fashion trends.
- Supported the sales team by managing schedules and organizing the distribution of sales documentation.
- Assisted in visual merchandising to enhance store aesthetics and attract customers.
- Handled online and telephone inquiries with calm professionalism, ensuring excellent customer service

KEY SKILLS & COMPETENCIES

- Strong teamwork and collaboration skills, fostering a positive and productive work environment.
- Expertise in customer service, ensuring client satisfaction through personalized and attentive support.
- Knowledge of fashion trends and garment construction, enabling effective styling and product recommendations.
- Skilled in visual merchandising to create attractive displays that drive customer engagement.

ADDITIONAL INFORMATION

- **Nationality:** Egyptian
- **Languages:** Arabic & English
- **Awards/Activities:** Attended workshops and seminars on luxury sales and customer engagement strategies.